

## Message Text

LIMITED OFFICIAL USE

PAGE 01 TAIPEI 04156 110925Z  
ACTION COME-00

INFO OCT-01 EA-07 ISO-00 EB-07 /015 W  
-----003299 111213Z /43  
R 110900Z JUL 77  
FM AMEMBASSY TAIPEI  
TO SECSTATE WASHDC 4217

LIMITED OFFICIAL USE TAIPEI 4156

E.O. 11652: N/A  
TAGS: BENC, TW  
SUBJECT: MAJOR PROJECT: ANMPING THERMAL POWER PLANT, TAIPOWER

REF: STATE 157607

1. EMBASSY WAS SOMEWHAT SURPRISED TO HEAR THAT GE CONSIDERS ITSELF LOW EVALUATED BIDDER FOR ANPING TURBINE GENERATORS. AT JULY 4 RECEPTION L. K. CHEN, CHAIRMAN OF TAIPOWER, TOLD ECONCOUN THAT GE AND WESTINGHOUSE WERE QUOTE PROBABLY OUT OF THE RUNNING UNQUOTE SINCE THEIR BIDS WERE MUCH HIGHER THAN BIDS OF TOSHIBA, HITACHI, MITSUBISHI AND BROWN BOVERI.

2. EMBASSY HAS RECEIVED INFORMATION FROM ANOTHER SOURCE IN TAIPOWER THAT BIDS SUBMITTED BY MAJOR COMPANIES WERE ROUGHLY AS FOLLOWS: WESTINGHOUSE - \$22.4 MILLION, GE - \$21.5 MILLION, BROWN BOVERI - \$18.7 MILLION, TOSHIBA - \$15.5 MILLION, MITSUBISHI - \$13.1 MILLION, AND HITACHI - \$12.3 MILLION. THESE FIGURES ARE SOMEWHAT HIGHER THAN THE LOWEST NEGOTIATED BIDS BUT THEY INDICATE THE RELATIVE COMPETITIVE POSITION OF THE TWO U.S. COMPANIES. EMBASSY UNDERSTANDS THAT MITSUBISHI APPARENTLY HAS INSIDE TRACK ON RECEIVING CONTRACT HITACHI PROPOSAL DID NOT MEET ALL TECHNICAL SPECIFICATIONS REQUIRED BY TAIPOWER.

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3. CHEN ALSO TOLD ECONCOUN JULY 4 THAT FOSTER WHEELER CORP. STANDS GOOD CHANCE OF RECEIVING CONTRACT FOR BOILERS FOR ANPING PROJECT. ITS BID IS ABOUT 10 PERCENT HIGHER THAN LOWEST JAPANESE BID BUT CHEN BELIEVES THAT HE CAN CONVINCE EXECUTIVE YUAN TO ACCEPT FOSTER WHEELER BID BECAUSE OF QUALITY OF EQUIPMENT AND DESIRE OF GROC TO SOURCE IN U.S. RATHER THAN JAPAN. IN CASE OF GE, DIFFERENCE IN BIDS

IS JUST TOO LARGE TO USE SAME ARGUMENTS.

UNGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**TAGS:** BENC, TW  
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**Type:** TE  
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**Review Markings:**  
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